

# GSA UPDATE

July 1, 1985

Not an official document for legal purposes Published for information only



## **Terence Cashin Golden New GSA Administrator**

Terence Cashin Golden is the new Administrator of the U.S. General Services Administration. Nominated for the position by President Reagan, Mr. Golden won unanimous approval from the Senate Governmental Affairs Committee and received unanimous U.S. Senate consent Wednesday.

Prior to accepting the post, Mr. Golden served as Assistant Secretary (Administration), Department of the Treasury.

Mr. Golden graduated cum laude from the University of Notre Dame in 1966, where he was a member of Tau Beta Pi and Pi Tau Sigma, national honorary engineering and mechanical engineering fraternities. At the Massachusetts Institute of Technology (M. I. T.), he received a Master of Science degree in Nuclear Engineering in 1968. He received a Master of Business Administration degree from Harvard Graduate School of Business in 1970.

Prior to his government service, Mr. Golden was managing partner for Trammell Crow Residential Companies in Dallas, Texas, where he was responsible for overall land development, single-family construction, and apartment and condominium development. He was President and Chairman of the Board of Palmas Del Mar Company, a real estate and resort operating company in Puerto Rico. In Germany, Mr. Golden was manager for marketing and business planning at Babcock, Brown Boveri Reaktor GMBH. Earlier, he was responsible for production, cost and materials control management at B&W Commercial Nuclear Fuel Plant in Lynchburg, Virginia.

A former resident of Dallas, Mr. Golden and his family currently reside in Washington, D.C.

**U.S. General Services Administration**



**Testimony of Terence C. Golen, Administrator-Designate  
General Services Administration  
Before the Senate Governmental Affairs Committee  
June 19, 1985**

Mr. Chairman and Members of the Committee:

Good morning. I am honored to appear before this Committee as it considers my nomination as Administrator of the General Services Administration.

The General Services Administration is here to serve the American people. It is of service only when it provides needed services at the lowest possible cost to the taxpayer.

While waiting for this hearing, I had the opportunity to visit with many of the Assistant Secretaries for Management of the major agencies served by the General Services Administration. In general, I was told that GSA has made significant progress in the last several years, and that overall, they were satisfied with the work of the agency. For an agency that garners so much poor publicity in the press, this information was most welcome.

I was heartened to receive this report, and I believe the employees of GSA, had they been with me, would have felt a sense of satisfaction in hearing these words.

I firmly believe that any organization, whether it be a private company or a government agency, is only as effective as the employees who comprise it. In any environment, but particularly in our current era of fiscal restraint, it is extremely important that Federal managers pay the closest attention to the resource that is the most critical to fulfilling their responsibilities--their employees.

I plan to encourage General Services employees to work together as a team, to cooperate and to be supportive of one another with one common objective in mind--the best possible service to the American taxpayer.

I would like to see improved cooperation between the General Services Administration and other Federal agencies. I am very impressed by the fact that last year, GSA held a conference in Leesburg, Virginia, so that they could better identify and understand customer agency needs and concerns. I intend to continue this positive trend. This cooperation and support is essential to meeting agency goals.

I submitted answers to your questions, which covered in some detail, most of the major policy issues within GSA. I would like to summarize what I think are the most important issues:

- Continued strong emphasis should be given to reducing government space. Over the next five years, the Federal government should move from 160 square feet per person to approximately 135 square feet per person. A space reduction policy such as this could significantly reduce overall leased space, and thereby reduce the cost of government.
- We should re-evaluate our policies concerning leased space, and only lease space when it is economically worthwhile over the long term. Our focus should be on providing space for government at the lowest possible cost.
- GSA should be procuring goods and services for government only in those areas where there is clearly a cost advantage to do so. I strongly believe we must rely on competition and on sound business practices to provide us with the best possible price.
- Further, I intend to evaluate our policy of acquiring automated information systems within the government. We must take advantage of the efficiencies technology offers to meet our cost-cutting goals. Too often in the past, because of the cumbersome budget and procuring processes, technology has been brought into the government that is outdated before it is put into use. I support the recently enacted Competition in Contracting law which should lead to lower cost and a more efficient government.

I look forward to working closely with you in pursuing these goals. During my first year in government, perhaps the greatest lesson I learned was the importance of close cooperation between the Executive Branch and the Congress. If my selection meets with your approval, then I would like to work with you in making the General Services Administration a better agency in service to this Nation. If we are to succeed, we must unite in a non-partisan effort to make government more efficient.

**UPDATE is published by the Office of Communications  
Please share this UPDATE with other employees**